



Qatar 10 2023

The annual report on the most valuable and strongest Qatar brands
February 2023

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About Brand Finance.

Brand Finance is the world's leading brand valuation consultancy.

We bridge the gap between marketing and finance

Brand Finance was set up in 1996 with the aim of 'bridging the gap between marketing and finance'. For more than 25 years, we have helped companies and organisations of all types to connect their brands to the bottom line.

We quantify the financial value of brands

We put thousands of the world's biggest brands to the test every year. Ranking brands across all sectors and countries, we publish over 100 reports annually.

We offer a unique combination of expertise

Our teams have experience across a wide range of disciplines from marketing and market research, to brand strategy and visual identity, to tax and accounting.

We pride ourselves on technical credibility

Brand Finance is a chartered accountancy firm regulated by the Institute of Chartered Accountants in England and Wales, and the first brand valuation consultancy to join the International Valuation Standards Council.

Our experts helped craft the internationally recognised standards on Brand Valuation – ISO 10668 and Brand Evaluation – ISO 20671. Our methodology has been certified by global independent auditors – Austrian Standards – as compliant with both, and received the official approval of the Marketing Accountability Standards Board.



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Request your own Brand Value Report

A Brand Value Report provides a complete breakdown of the assumptions, data sources, and calculations used to arrive at your brand's value.

Each report includes expert recommendations for growing brand value to drive performance and offers a cost-effective way to gaining a better understanding of your position against peers.

Visit brandirectory.com/request-a-valuation or email enquiries@brandfinance.com



Insight



Strategy



Benchmarking



Education



Communication



Understanding

Benefits



Brand Valuation Summary



Brand Strength Tracking



Royalty Rates



Cost of Capital Analysis



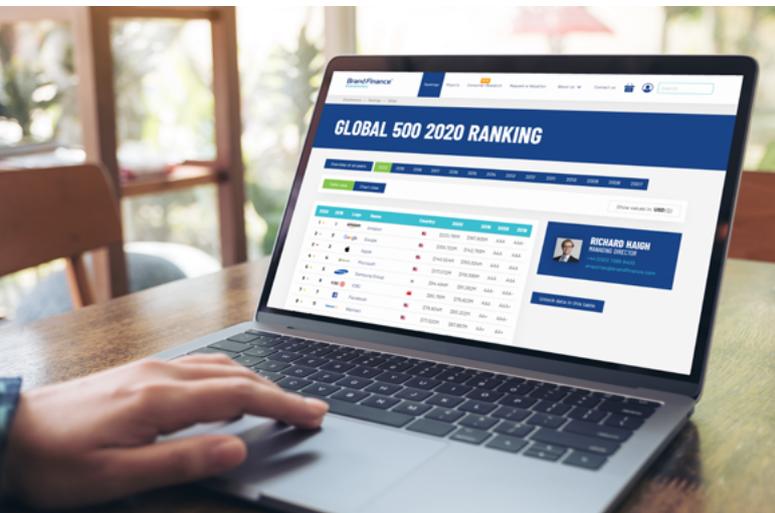
Customer Research Findings



Competitor Benchmarking

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Brandirectory.com



Brandirectory is the world's largest database of current and historical brand values, providing easy access to all Brand Finance rankings, reports, whitepapers, and consumer research published since 2007.

- + Browse thousands of published brand values
- + Track brand value, strength, and rating across publications and over time
- + Use interactive charts to compare brand values across countries, sectors, and global rankings
- + Purchase and instantly unlock premium data, complete brand rankings, and research

Visit brandirectory.com to find out more.

Brand Finance Group.



Brand Finance[®]
Institute

Brand Finance Institute

Brand Finance Institute is the educational division of Brand Finance, whose purpose is to create and foster a professional environment for knowledge-sharing and networking among practitioners and experts in the market. BFI organises events, in-company training, and corporate educational initiatives around the world. In the quest for marketing excellence and with the purpose to equip the brand valuation and strategy practitioners with the necessary skills and tools, we have developed a wide range of programmes and certifications in collaboration with the most coveted business schools, universities and thought leaders in the field.

Brand Dialogue[®]



Brand Dialogue

Brand Dialogue is a public relations agency developing communications strategies to create dialogue that drives brand value. Brand Dialogue has over 25 years of experience in delivering campaigns driven by research, measurement, and strategic thinking for a variety of clients, with a strong background in geographic branding, including supporting nation brands and brands with a geographical indication (GI). Brand Dialogue manages communications activities across Brand Finance Group's companies and network.

vi360

VI360

VI360 is a brand identity management consultancy working for clients of all sizes on brand compliance, brand transition, and brand identity management. VI360 provide straightforward and practical brand management that results in tangible benefits for your business.

Brand Finance®



Global Brand Equity Monitor

- Original market research on over **5,000 brands**
- **38 countries** and **31 sectors** covered
- More than **150,000 respondents** surveyed annually
- We are now **in our 7th consecutive year** conducting the study

Visit brandirectory.com/consumer-research
or email enquiries@brandfinance.com



enquiries@brandfinance.com

Foreword.



David Haigh
Chairman & CEO,
Brand Finance

Brand valuation helps companies understand the value of their brand and how it contributes to the overall value of the company. This important understanding can inform decision-making related to marketing and branding efforts, as well as provide a benchmark for future performance. It can also be used to help attract investors and secure financing, as a strong brand can be a valuable asset.

Additionally, brand valuation can be useful in the event of a merger or acquisition, as it can help determine the value of the brand being acquired. Overall, brand valuation helps organisations understand the worth of their brand and how it fits into their overall business strategy.

A strong brand can lead to improved business returns in several ways. First, a strong brand can help a company differentiate itself from its competitors and establish a unique identity in the market, which can lead to increased customer loyalty and retention. This, in turn, can lead to higher sales and revenue. A strong brand can also help a company command a higher price for its products or services, as consumers are willing to pay more for a brand they perceive as high-quality and trustworthy. In addition, a strong brand can help a company attract top talent, as employees may be more attracted to work for a well-known and reputable brand. Finally, a strong brand can provide a company with a competitive advantage and help it weather economic downturns or industry disruptions.

This year, Brand Finance has invested more in researching and understanding customer perception of brands across the world than ever before, with original research taking place in dozens of jurisdictions globally. The report you are reading is based on this extensive original research, with the findings representing a catalyst for further conversations.

If you want to help build a stronger brand, or if you want to better understand the value of your brand, please contact the Brand Finance team and I anytime. I look forward to the conversation and helping to build a more profitable future for your brand.

World Cup win for Qatari brands.

- + **QNB** is the most valuable Qatari brand, valued at US\$7.7 billion
- + **Qatargas** is fastest-growing Qatari brand, up 147%
- + **Qatar Airways** continues to rebound from pandemic restrictions
- + In addition to being most valuable, **QNB** is also the strongest Qatari brand, earning upgrade to AAA rating

Ranking Analysis.



Ranking Analysis.

QNB is the most valuable Qatari brand, valued at US\$7.7 billion

QNB (brand value up 9% to US\$7.7 billion) is the most valuable Qatari brand, according to a new report from leading brand valuation consultancy, Brand Finance.

QNB has grown strongly this year and retained its position (45th globally) as amongst the most valuable banking brands in the world. This reflects the success of the bank's continued efforts to expand its international presence and offering to an increasingly diverse customer base.

QNB's sponsorship of the 2022 FIFA World Cup in Qatar provided the chance for the bank to gain considerable exposure among the millions of viewers who tuned in during the month-long event from around the world.

This has likely raised its awareness and familiarity amongst consumers and may in turn help to boost its brand value further in the future.



Top 10 Most Valuable Qatar Brands

© Brand Finance Plc 2023

<p>1 ← 1</p>  <p>US\$7.7 bn +9%</p>	<p>2 ← 2</p>  <p>US\$3.1 bn -8%</p>	<p>3 ↑ 4</p>  <p>US\$3.1 bn +147%</p>	<p>4 ↓ 3</p>  <p>US\$2.5 bn +23%</p>	<p>5 NEW</p>  <p>US\$1.7 bn -</p>
<p>6 ↑ 7</p>  <p>US\$0.8 bn +31%</p>	<p>7 ↓ 5</p>  <p>US\$0.7 bn -6%</p>	<p>8 ↑ 9</p>  <p>US\$0.6 bn +24%</p>	<p>9 NEW</p>  <p>US\$0.5 bn -</p>	<p>10 ← 10</p>  <p>US\$0.4 bn +7%</p>

Qatargas is fastest-growing Qatari brand, up 147%

2022 was an important year for Qatar, in which it hosted the FIFA Football World Cup. This brought huge attention from across the world to Qatar. It was an unprecedented opportunity to showcase Qatari brands to the world, with Qatar's three biggest brands, **QNB**, **Qatargas** and **Qatar Airways** successfully leveraging the event to boost their brand values. The event has also helped Qatar to boost its Soft Power and further solidify its status on the world stage.

Qatargas (brand value up 147% to US\$3.1 billion) is the fastest growing Qatari, and Middle Eastern brand in 2023. It is one of the world's leading gas producing brands and is owned by **QatarEnergy**. This year it has seen significant growth due to the increase in global demand for their product following the embargo of Russian gas by many countries.

This has effectively constrained supply for many gas users and improved sales for Qatargas. The contested geo-strategic situation allowed business-to-business brands such as Qatargas to be a trusted energy supplier to the world.

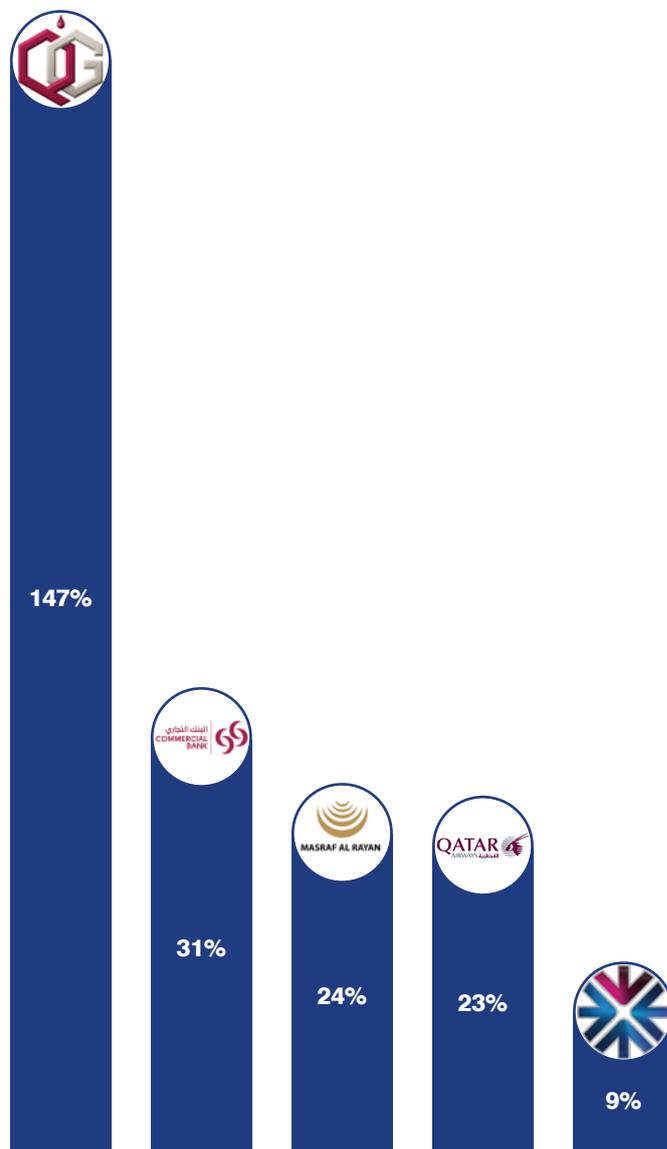
Qatargas aims to reach a production capacity of 110 million tonnes per year by 2025, a significant increase from its previous annual production capacity of 77 million tonnes per year. This increased capacity is enabling the company to capitalize on the hike in gas prices and the increasing demand for Qatar LNG.

Qatar Airways continues to rebound from pandemic restrictions and is fastest growing airline brand in the region

Qatar Airways (brand value up 23% to US\$2.5 billion) is the fastest growing Middle Eastern airline brand and the second most valuable. Having completed 25 years of operation, the airline has rebounded from pandemic restrictions and has now surpassed its pre-pandemic brand valuation of US\$2.3 billion.

Qatar Airways played a very high-profile role in the World Cup, with the flag carrier of Qatar an obvious transportation option for visitors, players, and officials for the event.

Brand Value Change 2022-2023 (%)



© Brand Finance Plc 2023

Qatar Airways continues to be held in very high regard by customers and other key industry stakeholders because of its relatively young aircraft fleet, high standards of service, and recognition that it was one of the few global airlines to continue flying throughout the pandemic.

Middle Eastern airline brands, such as Qatar Airways, have become highly important in boosting their respective home nation's soft power on a global level. They will remain vital as flag bearers for their countries' reputations as Middle Eastern nations look to transition their economies away from Oil & Gas.

In addition to being most valuable, QNB is also the strongest Qatari brand, earning upgrade to AAA rating

In addition to calculating brand value, Brand Finance also determines the relative strength of brands through a balanced scorecard of metrics evaluating marketing investment, stakeholder equity, and business performance. Compliant with ISO 20671, Brand Finance’s assessment of stakeholder equity incorporates original market research data from over 150,000 respondents in 38 countries and across 31 sectors.

QNB earned the highest rating in the Qatar 10 ranking for brand strength, 85.2/100, with a corresponding AAA rating. This is a reflection that it is held in high regard by its key stakeholders. QNB’s association with the patriotic fervour connected to local sporting events has strengthened its position as a national champion brand of Qatar.

As the largest financial institution in the Middle East and Africa, the QNB brand is in a powerful regional leadership position.

QNB has also looked to be a leader in sustainability. It has set out a clear sustainability strategy in which it looks to ensure sustainable financial performance while also opening new business opportunities. Its sustainable finance integrates ESG criteria into its business and investment decisions for the lasting benefit of stakeholders. QNB has also focused on managing its direct ESG impacts, ensuring it operates ethically and efficiently.

Further, QNB looks beyond banking, actively contributing towards wider socio-economic development through its Corporate Social Responsibility activities with an overarching focus on education in the communities which it operates. This strategy, and the various initiatives within it, highlights a positive direction for sustainability at QNB and may help further boost its brand strength in the future.

Top 10 Strongest Qatar Brands

© Brand Finance Plc 2023

<p>1 ← 1</p>  <p>85.2 +1.7 AAA</p>	<p>2 ← 2</p>  <p>78.6 - AA+</p>	<p>3 ← 3</p>  <p>74.6 +0.2 AA+</p>	<p>4 ← 4</p>  <p>71.4 +5.3 AA</p>	<p>5 NEW</p>  <p>70.0 - AA</p>
<p>6 ↑ 7</p>  <p>63.5 -0.5 A+</p>	<p>7 ↓ 5</p>  <p>59.1 -7.0 A</p>	<p>8 ↑ 9</p>  <p>58.8 -4.0 A</p>	<p>9 NEW</p>  <p>58.3 - A</p>	<p>10 ↓ 8</p>  <p>57.9 -5.2 A</p>

Brand Value Ranking (USDm).

Top 10 most valuable Qatar brands 1-10

2023 Rank	2022 Rank		Brand	Sector	2023 Brand Value	Brand Value Change	2022 Brand Value	2023 Brand Rating	2022 Brand Rating
1	1	←	QNB	Banking	\$7,666	+9%	\$7,056	AAA	AAA-
2	2	←	Ooredoo	Telecoms	\$3,143	-8%	\$3,412	AA+	AA+
3	4	↑	Qatargas	Oil & Gas	\$3,105	+147%	\$1,259	AA	AA-
4	3	↓	Qatar Airways	Airlines	\$2,470	+23%	\$2,014	AA+	AA
5	-	New	QatarEnergy	Oil & Gas	\$1,744	-	-	AA	-
6	7	↑	Commercial Bank	Banking	\$775	+31%	\$592	A+	A+
7	5	↓	Qatar Islamic Bank	Banking	\$680	-6%	\$726	A	A+
8	9	↑	Masraf Al Rayan	Banking	\$588	+24%	\$474	A	A+
9	-	New	QAFCO	Chemicals	\$510	-	-	A	-
10	10	←	Doha Bank	Banking	\$382	+7%	\$356	A	AA-



Brand Spotlights.



QNB Group.



Rank

5 ←

Brand Value

US\$7.7 bn
+8.6%

Rank

4 ←

Brand Strength

85.2
+1.7

Interview with Heba Ali Al Tamimi.



Heba Ali Al Tamimi,
Senior Executive
Vice President,
QNB Group
Communications

Given the QNB brand is spread across different regions, how does the measurement, tracking, and communication of the value of the QNB brand impact various stakeholders in the business?

Currently, QNB is ranked as the most valuable banking brand (USD 7.1 Billion) in the MEA region according to the Brand Finance Global Survey. This reflects the Group's continuous strong performance, expanding international presence and growing brand recognition. QNB will continue to invest in its brand by further expanding internationally and strive to serve the needs of its growing and diverse customer base across the markets it operates in. This allows QNB Group to track, optimize and position itself as relevant to core segments and markets.

QNB has had a series of high-profile sports sponsorships: Paris St Germain in France and more recently the FIFA World Cup in Qatar. What makes sponsorship activity so successful for QNB?

As Qatar's leading Bank we reflect the country's continued commitment to sport and its endeavors. Sports enables us to project excellence, commitment, expertise and ambition. Qatar has the financial resources, commitment, and drive necessary to meet the opportunities and challenges presented by hosting such an important and worldwide event. ensure their success.

QNB, as a major sponsor of sporting events, will continue to support this national drive to make Qatar a leading international hub for sport. As its role as the official Middle East and Africa supporter of the FIFA World Cup 2022™ the Group was able to deliver a remarkable experience for customers and visitors from all over the world as we continue to act as a financial intermediary by providing tailored financing solutions.

QNB's sustainability strategy is rooted in 3 pillars: sustainable finance (for clients), sustainably operations (for the bank) and beyond banking (serving the community). How important is sustainability in the industry, and do you believe it is a factor in which banking brands can differentiate themselves?

In this regard, QNB Group is considered a pioneer in sustainable financing for both corporate and retail sectors. Hence, QNB Group took the lead as the first Qatari bank ever to issue green bonds at a value of \$600million. Further, it issued the first green private placement investment worth USD 50 million between QNB Finansbank A.S. and European Bank for Reconstruction and Development (EBRD). In another unprecedented step, QNB Group participated in the first green repurchase agreement (REPO) in Qatar.





Methodology.

Definitions.



Brand Value



+ Enterprise Value

The value of the entire enterprise, made up of multiple branded businesses.

Where a company has a purely mono-branded architecture, the 'enterprise value' is the same as 'branded business value'.



[7 Days]

+ Branded Business Value

The value of a single branded business operating under the subject brand.

A brand should be viewed in the context of the business in which it operates. Brand Finance always conducts a branded business valuation as part of any brand valuation. We evaluate the full brand value chain in order to understand the links between marketing investment, brand-tracking data, and stakeholder behaviour.



[7 Days]

+ Brand Contribution

The overall uplift in shareholder value that the business derives from owning the brand rather than operating a generic brand.

The brand values contained in our league tables are those of the potentially transferable brand assets only, making 'brand contribution' a wider concept. An assessment of overall 'brand contribution' to a business provides additional insights to help optimise performance.



[7 Days]

+ Brand Value

The value of the trade mark and associated marketing IP within the branded business.

Brand Finance helped to craft the internationally recognised standard on Brand Valuation – ISO 10668. It defines brand as a marketing-related intangible asset including, but not limited to, names, terms, signs, symbols, logos, and designs, intended to identify goods, services or entities, creating distinctive images and associations in the minds of stakeholders, thereby generating economic benefits.

Brand Valuation Methodology.

Definition of Brand

Brand is defined as a bundle of trademarks and associated IP which can be used to take advantage of the perceptions of all stakeholders to provide a variety of economic benefits to the entity.

Brand Value

Brand value refers to the present value of earnings specifically related to brand reputation. Organisations own and control these earnings by owning trademark rights.

All brand valuation methodologies are essentially trying to identify this, although the approach and assumptions differ. As a result published brand values can be different.

These differences are similar to the way equity analysts provide business valuations that are different to one another. The only way you find out the “real” value is by looking at what people really pay.

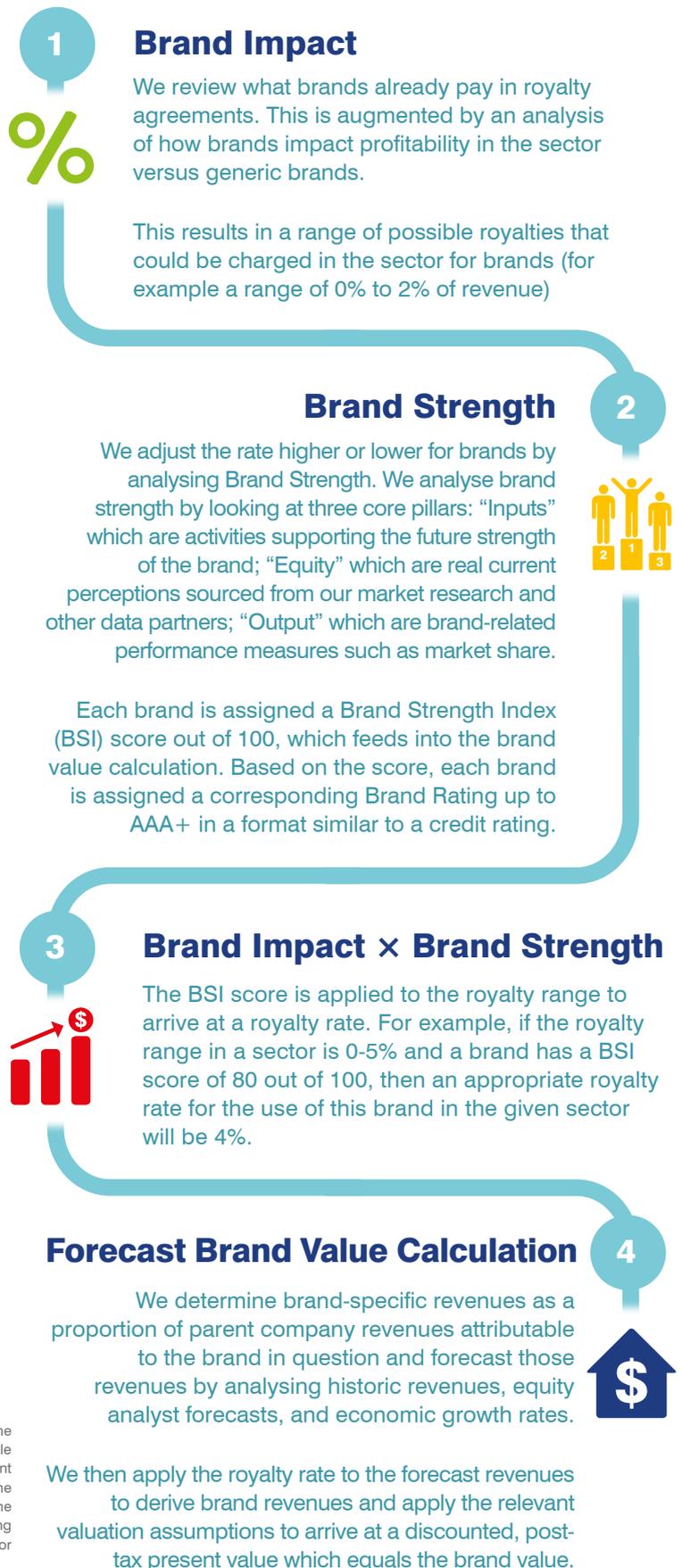
As a result, Brand Finance always incorporates a review of what users of brands actually pay for the use of brands in the form of brand royalty agreements, which are found in more or less every sector in the world.

This is sometimes known as the “Royalty Relief” methodology and is by far the most widely used approach for brand valuations since it is grounded in reality.

It is the basis for a public rankings but we always augment it with a real understanding of people’s perceptions and their effects on demand – from our database of market research on over 3000 brands in over 30 markets.

Disclaimer

Brand Finance has produced this study with an independent and unbiased analysis. The values derived and opinions produced in this study are based only on publicly available information and certain assumptions that Brand Finance used where such data was deficient or unclear. Brand Finance accepts no responsibility and will not be liable in the event that the publicly available information relied upon is subsequently found to be inaccurate. The opinions and financial analysis expressed in the report are not to be construed as providing investment or business advice. Brand Finance does not intend the report to be relied upon for any reason and excludes all liability to any body, government or organisation.



Brand Strength.

Brand Strength

Analytical rigour and transparency are at the heart of our approach to brand measurement at Brand Finance. Therefore, in order to adequately understand the strength of brands we conduct a structured, quantitative review of data that reflect the 'Brand Value Chain' of brand-building activities, leading to brand awareness, perceptions and onwards to brand-influenced customer behaviour.

To manage the 'Brand Value Chain' process effectively we create and use the "Brand Strength Index" (BSI). This index is essentially a modified Balanced Scorecard split between the three core pillars of the 'Brand Value Chain': **Brand Inputs**, **Brand Equity** and **Brand Performance**.



1 Attribute Selection and Weighting

Although we follow a general structure incorporating the three pillars (Brand Inputs, Brand Equity and Brand Performance), the attributes included are different depending on the sector. A brand strength index for a luxury apparel brand will differ in structure from an index designed for a telecommunications brand. An index for luxury apparel brand may emphasize the exclusiveness, word of mouth recommendation, and price premium, whereas an index for a telecommunications company may emphasize customer service and ARPU as important metrics.

These attributes are weighted according to their perceived importance in driving the following pillar: Brand Investment measures in driving Brand Equity; Brand Equity measures for Brand-Related Business Performance measures; and finally the relevance of Brand-Related Business Performance measures for driving business value.



2 Data Collection

Brand's ability to influence purchase depends primarily on people's perceptions. Therefore, the majority of the Brand Strength Index is derived from Brand Finance's proprietary Global Brand Equity Research Monitor research, a quantitative study of a sample of over 100,000 people from the general public on their perceptions of over 4,000 brands in over 25 sectors and 37 countries.

However, at Brand Finance we also believe that there are other measures that can be used to fill gaps that survey research may not capture. These include total investment levels – for example in marketing, R&D, innovation expenditure, that can be a better guide to future performance than surveys. They also include online measures – such as ratings by review sites and social media engagement that can give a more granular understanding of marketing effectiveness. Finally they also include real behaviour – for example net additions, customer churn and market share, to overcome the tendency for surveys to incorporate intended behaviour rather than real.

Over a period of 3 to 4 months each year, we collect all this data across all the brands in our study in order to accurately measure their comparative strength.



3 Benchmarking and Final Scoring

In order to convert raw data in to scores out of 10 that are comparable between attributes within the scorecard, we then have to benchmark each attribute. We do this by reviewing the distribution of the underlying data and creating a floor and ceiling based on that distribution.

Each brand is assigned a Brand Strength Index (BSI) score out of 100, which feeds into the brand value calculation. Based on the score, each brand is assigned a corresponding rating up to AAA+ in a format similar to a credit rating.

Analysing the three brand strength measures helps inform managers of a brand's potential for future success.

Global Brand Equity Monitor.

Original market research in 38 countries and across 31 sectors with over 150,000 consumers rating over 5,000 brands.

Tier 1

-  Apparel
-  Automobiles
-  Luxury Automobiles
-  Banks
-  Cosmetics & Personal Care
-  Food
-  Insurance
-  Oil & Gas
-  Restaurants
-  Retail & E-Commerce
-  Telecoms
-  Utilities

Tier 2

-  Airlines
-  Luxury Apparel
-  Appliances
-  Beers
-  Luxury Cosmetics
-  General Retail
-  Healthcare Services
-  Hotels
-  Household Products
-  Logistics
-  Media
-  Pharma
-  Real Estate
-  Soft Drinks
-  Spirits & Wine
-  Technology
-  Tyres



Brand KPIs and Diagnostics

1. Brand Funnel



Awareness

Have heard of your brand

Familiarity

Know something about your brand

Consideration

Would consider buying/using your brand

2. Brand Usage

3. Quality

4. Reputation

5. Loyalty

6. Closeness

7. Recommendation (NPS)

8. Word of Mouth

9. Brand Imagery

10. Advertising Awareness

11. Brand Momentum

Highlights from the Global Brand Equity Monitor.

Brand Finance’s proprietary market research provides a robust assessment of brand health on key equity measures, allowing comparison both within and across product and service categories. Benchmarking against brands outside your sector is especially helpful in assessing the real strength of brand – not just the ‘best of a bad bunch’ in a category where brands are generally weaker.

What makes a brand great?

Amazon is undoubtedly one of the world’s strongest brands, one of just a handful achieving the highest AAA+ rating. It has an extremely strong brand funnel, with near-universal familiarity, and consideration, and while its reputation score is not best-in-class, it is stronger than many of its critics might think.

Every strong brand has its own winning formula, and our research highlights Amazon’s particular advantages. Top of that list is the outstanding value which shoppers believe Amazon delivers. Amazon ranks on this measure in big markets such as Brazil, USA, UK, and is #1 among retailers in many more. Value has always been a big driver of consumer behaviour, but Amazon also delivers a slick shopping experience (“excellent website/apps”), and this powerful combination is irresistible for many consumers, even those who question Amazon’s values and broader corporate reputation.

Does brand purpose deliver?

Argument rages among CMOs and marketing gurus over this issue. The jury is out – our data suggests that being seen to “care about the wider community” does correlate somewhat with higher Consideration levels, and is an asset particularly for local favourites such as **Jio** (India) or **Bunnings** (Australia). But brands like **McDonald's** and **Nike** (as well as Amazon) are liked and desired despite somewhat moderate reputations on sustainability and values.

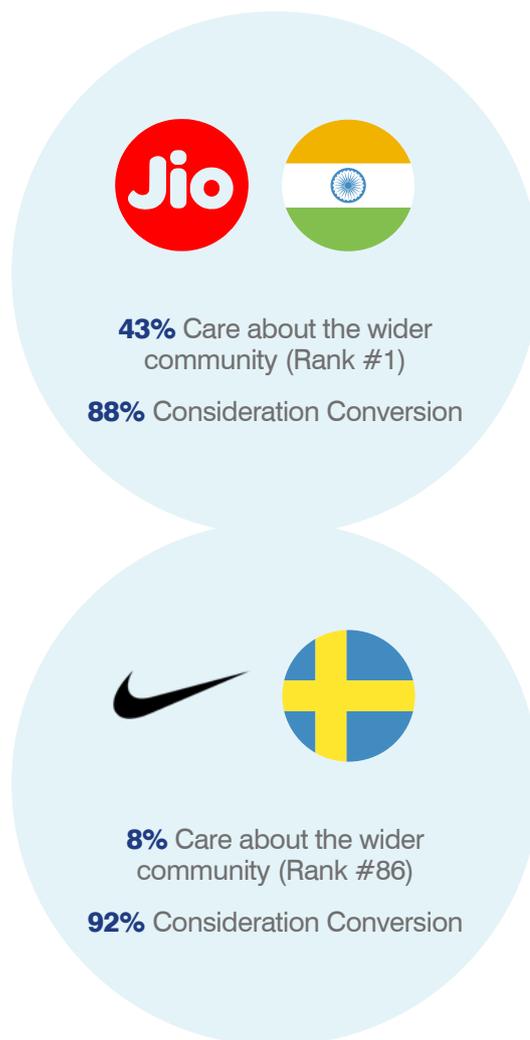
Who's the coolest cat?

In categories like apparel, tech and automotive, sustainability can make you cool, but it’s not the only way. **Porsche** wins relatively few plaudits for sustainability, but its übercoolness is very apparent.

Selected Rankings for Amazon – All Non-Luxury Brands

	Great value for money	Excellent website/apps
	5	5
	1	1
	8	1
	6	1

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Similarly in the apparel category (especially footwear), the correlation between coolness and sustainability is not especially high.

Meanwhile in France, the epitome of chic, the 2nd-highest highest scorer among non-luxury brands is... **Burger King**.

Get your brand talked-about

Cool brands get talked about, and word-of-mouth (WOM) is another key asset some brands possess. It has proven impact on brand growth, hence WOM's inclusion in our Brand Strength Index model.

In an absolute sense, big brands get talked about a lot more than small ones – their sheer mass presence and relevance ensures that. But deeper analysis reveals a number of challenger brands who look set to profit from above-expectation WOM levels and positive consumer sentiment. Keep an eye on **Tim Horton's** in Spain, **Peros Garment Factory** (Canada), **SAIC** in, yes, the USA and **iinet** in Singapore.



Top-ranked brands for being “Cool” (Among Category Users)

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	1 st	2 nd	3 rd
	 PORSCHE	Jeep	
	 CONVERSE		 PORSCHE
		 PORSCHE	 UNDER ARMOUR

Our Services.



Consulting Services.

Make branding decisions using hard data

Brand Research

What gets measured

Brand evaluations are essential for understanding the strength of your brand against your competitors. Brand Strength is a key indicator of future brand value growth whether identifying the drivers of value or avoiding the areas of weakness, measuring your brand is the only way to manage it effectively.

- + Brand Audits
- + Primary Research
- + Syndicated Studies
- + Brand Scorecards
- + Brand Drivers & Conjoint Analysis
- + Soft Power



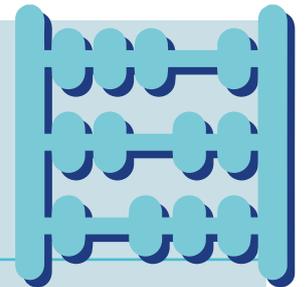
- + Are we building our brands' strength effectively?
- + How do I track and develop my brand equity?
- + How strong are my competitors' brands?
- + Are there any holes in my existing brand tracker?
- + What do different stakeholders think of my brand?

Brand Valuation

Make your brand's business case

Brand valuations are used for a variety of purposes, including tax, finance, and marketing. Being the interpreter between the language of marketers and finance teams they provide structure for both to work together to maximise returns.

- + Brand Impact Analysis
- + Tax & Transfer Pricing
- + Litigation Support
- + M&A Due Diligence
- + Fair Value Exercises
- + Investor Reporting



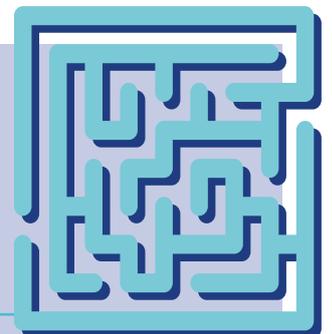
- + How much is my brand worth?
- + How much should I invest in marketing?
- + How much damage does brand misuse cause?
- + Am I tax compliant with the latest transfer pricing?
- + How do I unlock value in a brand acquisition?

Brand Strategy

Make branding decisions with your eyes wide open

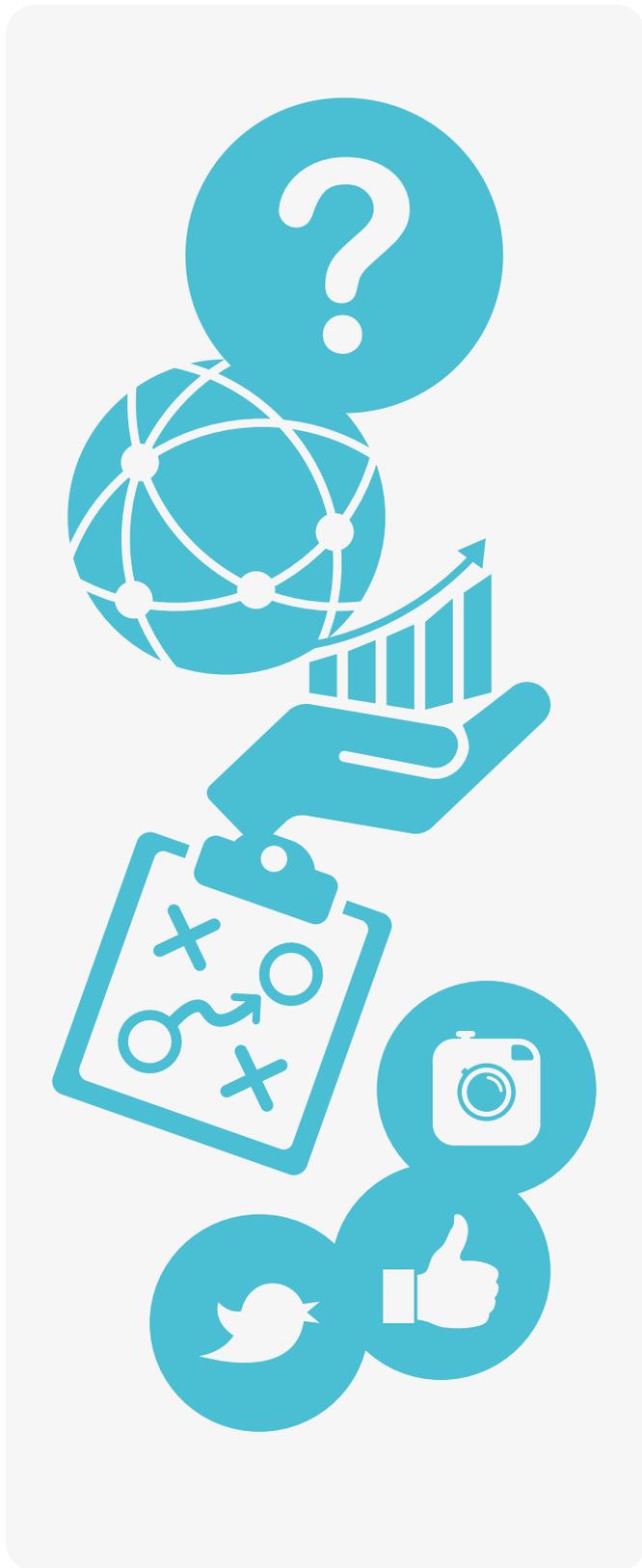
Once you understand the value of your brand, you can use it as tool to understand the business impacts of strategic branding decisions in terms of real financial returns.

- + Brand Positioning
- + Brand Architecture
- + Franchising & Licensing
- + Brand Transition
- + Marketing Mix Modelling
- + Sponsorship Strategy



- + Which brand positioning do customers value most?
- + What are our best brand extension opportunities in other categories and markets?
- + Am I licensing my brand effectively?
- + Have I fully optimised my brand portfolio?
- + Am I carrying dead weight?
- + Should I transfer my brand immediately?
- + Is a Masterbrand strategy the right choice for my business?

Brand Evaluation Services.



How are brands perceived in my category?

Brand Finance tracks brand fame and perceptions across 30 markets in 10 consumer categories. Clear, insightful signals of brand performance, with data mining options for those who want to dig deeper – all at an accessible price.

What if I need more depth or coverage of a more specialised sector?

Our bespoke brand scorecards help with market planning and can be designed to track multiple brands over time, against competitors, between market segments and against budgets. Our 30-country database of brand KPIs enables us to benchmark performance appropriately.

Do I have the right brand architecture or strategy in place?

Research is conducted in addition to strategic analysis to provide a robust understanding of the current positioning. The effectiveness of alternative architectures is tested through drivers analysis, to determine which option(s) will stimulate the most favourable customer behaviour and financial results.

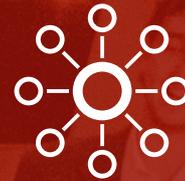
How can I improve return on marketing investment?

Using sophisticated analytics, we have a proven track record of developing comprehensive brand scorecard and brand investment frameworks to improve return on marketing investment.

What about the social dimension? Does my brand get talked about?

Social interactions have a proven commercial impact on brands. We measure actual brand conversation and advocacy, both real-world word of mouth and online buzz and sentiment, by combining traditional survey measures with best-in-class social listening.

Brand Dialogue®



With strategic planning and creative thinking, we develop communications plans to create dialogue with stakeholders that drives brand value.

Our approach is integrated, employing tailored solutions for our clients across PR and marketing activations, to deliver strategic campaigns, helping us to establish and sustain strong client relationships. We also have a specific focus on geographic branding, including supporting nation brands and brands with a geographical indication (GI).

Brand Dialogue Limited is a member of the Brand Finance Plc Group



Research, Strategy & Measurement

- Brand & Communications Strategy
- Campaign Planning
- Market Research & Insights
- Media Analysis



Public Relations & Communications

- Media Relations
- Press Trips & Events
- Strategic Partnerships & Influencer Outreach
- Social Media Management



Marketing & Events

- Promotional Events
- Conference Management
- Native Advertising
- Retail Marketing



Content Creation

- Bespoke Publications, Blogs & Newsletters
- Press Releases
- Marketing Collateral Design
- Social Media Content



Strategic Communications

- Crisis Communications
- Brand Positioning & Reputation
- Geographic Branding
- Corporate Social Responsibility (CSR)



Brand Finance Network.

For further information on our services and valuation experience, please contact your local representative:

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